

# Utah Metro Occupational Projections 2000 - 2010

by Occupational Group

	Employment		Annual Job Openings			Hourly Wage		Training Level
	2000	2010	Growth	Replacements	Total	Entry	Average	
<b>Sales and Related Occupations</b>	<b>113,560</b>	<b>142,060</b>	<b>2,850</b>	<b>3,630</b>	<b>6,480</b>			
<b>Supervisors, Sales Workers</b>	<b>15,290</b>	<b>19,020</b>	<b>370</b>	<b>250</b>	<b>620</b>			
<i>First-Line Supervisors/Managers, Sales Workers</i>	<i>15,290</i>	<i>19,020</i>	<i>370</i>	<i>250</i>	<i>620</i>			
First-Line Supervisors/Managers of Retail Sales Workers	12,440	15,700	330	200	530	\$9.60	\$15.10	Related Experience
First-Line Supervisors/Managers of Non-Retail Sales Workers	2,850	3,320	50	50	90	\$12.70	\$22.60	Related Experience
<b>Retail Sales Workers</b>	<b>58,100</b>	<b>73,610</b>	<b>1,550</b>	<b>2,410</b>	<b>3,960</b>			
<i>Cashiers</i>	<i>23,810</i>	<i>30,150</i>	<i>640</i>	<i>1,080</i>	<i>1,720</i>	<b>\$6.00</b>	<b>\$7.70</b>	<b>Short-Term OJT</b>
<i>Counter and Rental Clerks and Parts Salespersons</i>	<i>4,870</i>	<i>6,150</i>	<i>130</i>	<i>200</i>	<i>320</i>			
Counter and Rental Clerks	3,260	4,360	110	150	260	\$6.30	\$8.50	Short-Term OJT
Parts Salespersons	1,610	1,780	20	50	70	\$9.00	\$13.10	Moderate OJT
<i>Retail Salespersons</i>	<i>29,420</i>	<i>37,310</i>	<i>790</i>	<i>1,130</i>	<i>1,920</i>	\$6.50	\$9.90	Short-Term OJT
<b>Sales Representatives, Services</b>	<b>9,600</b>	<b>12,480</b>	<b>290</b>	<b>200</b>	<b>490</b>			
<i>Advertising Sales Agents</i>	<i>1,460</i>	<i>1,980</i>	<i>50</i>	<i>30</i>	<i>80</i>	<b>\$10.30</b>	<b>\$18.40</b>	<b>Moderate OJT</b>
<i>Insurance Sales Agents</i>	<i>2,400</i>	<i>3,140</i>	<i>70</i>	<i>70</i>	<i>140</i>	<b>\$15.50</b>	<b>\$24.80</b>	<b>Bachelor's degree</b>
<i>Securities, Commodities, and Financial Services Sales Agents</i>	<i>2,450</i>	<i>3,470</i>	<i>100</i>	<i>20</i>	<i>120</i>	<b>\$15.40</b>	<b>\$29.60</b>	<b>Bachelor's degree</b>
<i>Travel Agents</i>	<i>960</i>	<i>1,090</i>	<i>10</i>	<i>20</i>	<i>40</i>	<b>\$7.60</b>	<b>\$12.00</b>	<b>Vocational</b>
<i>Miscellaneous Sales Representatives, Services</i>	<i>2,340</i>	<i>2,800</i>	<i>50</i>	<i>50</i>	<i>100</i>			<b>Moderate OJT</b>

\*Annual Wage.

Note: Detail may not add to totals because of the exclusion of small occupations and rounding.

Source: Utah Department of Workforce Services, June 2003.

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<b>Sales Representatives, Wholesale and Manufacturing</b>	<b>15,090</b>	<b>17,440</b>	<b>240</b>	<b>420</b>	<b>650</b>			
<i>Sales Representatives, Wholesale and Manufacturing</i>	<i>15,090</i>	<i>17,440</i>	<i>240</i>	<i>420</i>	<i>650</i>			
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	3,950	4,540	60	110	170	\$17.00	\$28.20	Moderate OJT
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	11,150	12,910	180	310	480	\$12.80	\$22.70	Moderate OJT
<b>Other Sales and Related Workers</b>	<b>15,480</b>	<b>19,510</b>	<b>400</b>	<b>360</b>	<b>770</b>			
<i>Models, Demonstrators, and Product Promoters</i>	<i>1,010</i>	<i>1,290</i>	<i>30</i>	<i>30</i>	<i>60</i>			
Demonstrators and Product Promoters	1,010	1,280	30	30	60	\$8.80	\$10.70	Moderate OJT
<i>Real Estate Brokers and Sales Agents</i>	<i>1,040</i>	<i>1,410</i>	<i>40</i>	<i>20</i>	<i>60</i>			
Real Estate Brokers	240	330	10	10	10	\$16.20	\$30.00	Related Experience
Real Estate Sales Agents	800	1,080	30	20	50	\$9.00	\$15.90	Vocational
<i>Sales Engineers</i>	<i>2,150</i>	<i>2,740</i>	<i>60</i>	<i>60</i>	<i>110</i>			<i>Bachelor's degree</i>
<i>Telemarketers</i>	<i>6,320</i>	<i>7,800</i>	<i>150</i>	<i>140</i>	<i>280</i>	<i>\$8.40</i>	<i>\$10.70</i>	<i>Short-Term OJT</i>
<i>Miscellaneous Sales and Related Workers</i>	<i>4,960</i>	<i>6,280</i>	<i>130</i>	<i>110</i>	<i>250</i>			
Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	120	130	0	0	10	\$6.00	\$12.60	Short-Term OJT
Sales and Related Workers, All Other	4,840	6,150	130	110	240	\$9.10	\$16.40	Moderate OJT

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